

Who are we?

Augmentas is a values-based consultancy, established in 2015, focusing on helping our customers get the most from their supply chain and across their operational business, with both the public sector and private sector. We represent the customer in all matters, sharing our knowledge and experience to their betterment, improving their processes, their skillsets, their bottom line – their effectiveness and efficiency.

As a small but rapidly growing organisation, we put integrity at the forefront of everything we do. We are a leading commercial consultancy, and our client base is comprised of a number of central Government ministries and Fortune 500 / FTSE 100 private sector companies.

We are expanding in all our core offerings (procurement, project management and bid support) and the opportunities for someone joining us at this time are many and varied.

Who are you?

We are looking for someone who is motivated to continuing their learning and develop their business knowledge across several sectors. The ideal candidate will be enthusiastic, thoughtful, willing to learn, a can-do will-do approach to work, a self-starter, and naturally curious about all things commercial. Most of all, you will have a great sense of humour!

What will we do?

For this internship opportunity, we will fully support practical application of the studies being undertaken as a part of your qualification. We will extend this into the neighbouring understanding of project management and bidding, both part of the commercial lifecycle and critical relationship between customer and supply chain. We will mentor you in your educational ambition, your career, team building, helping you grow to be the businessperson you want to be.

What will you do?

Forming part of our team, you will be interested in expanding your knowledge and experience in all aspects of the commercial lifecycle, helping us to research the best ways to deliver commercial benefits for the next decade. You will research target customers and competitors to support lead generation and develop research-based material to underpin thought leadership. You will contribute to our lobbying papers to Ministers and Lords, you will develop new models, using your ideas, your studies, leveraging our experience, to challenge the world in this space.

Some specific areas we are interested in your help with:

Responsibility	Activity	Outcomes
Challenge the norm	<ul style="list-style-type: none"> Bringing life to the commercial lifecycle, testing each stage. Research the latest thinking in the commercial space. Test commercial and financial models for evaluation and ongoing contract management Test the benefits of a project management approach to procurement. Look at supply chain management from the supplier’s perspective. Challenge what is procurement? 	<ul style="list-style-type: none"> Build best practice models for delivering across the supply chain. Build templates that can drive best value from the supply chain. Build contract and supplier management tools that can be scaled and rolled out. Realign your thinking on service provision, to internal customers and suppliers. Gain a greater appreciation for suppliers.

Responsibility	Activity	Outcomes
Conduct desktop research to underpin our published articles/ posts	<ul style="list-style-type: none"> Find relevant published material which we can refer to. Find relevant published data. Build on the credibility of existing published articles/ collateral. Find useful information to add to our technical library. 	<ul style="list-style-type: none"> Posts are informed by other published material. We appear more credible. Our technical library has more information within it.
Research target companies who could benefit from this learning	<ul style="list-style-type: none"> Customer research – their scale, complexity, industry, supply chain maturity. Establish who we should engage with who could benefit most from our learning. Summarise useful information about current situation, objectives and challenges from published web sites and financial reports. Lead personalised campaigns. 	<ul style="list-style-type: none"> Developed list of potential customers as well as competitors, creating a view of the market. Relevant “triggers” that we can refer to in personalised campaigns. Campaigns achieve higher % response.
Contribute to our bids or our customers’	<ul style="list-style-type: none"> Relative to our target list, find bids that that we think they should be considering. Proactively engage targets to offer support. Work on customer bids bringing procurement and supply chain knowledge into their solutions. 	<ul style="list-style-type: none"> Prospects respond and are open a dialogue. We pick projects which we would like to work on. Our customers understand both sides of the procurement divide.
Supporting the Marketing Department	<ul style="list-style-type: none"> Content creation for our company website and all our company social media accounts. Producing valuable and engaging content for our website and blog that attracts and converts our target groups. Perform research into our clients’ and competitor industries. Monitor social channels and relevant sources, for trending news and ideas, then capitalise on those trends through our social media accounts. Research relevant, upcoming awards, events, and attendees. Attend events as our representative. Assist with capturing and analysing marketing metrics. 	<ul style="list-style-type: none"> Our content is improved and with greater volume. We stay up to date with trends for our social media and website pages. We achieve strong representation at relevant events to continuously improve the brand.
Manage the technical library	<ul style="list-style-type: none"> Test and develop working collateral that can be used by our alumni, our customers and publish online. Track information which is downloaded and by whom. 	<ul style="list-style-type: none"> Tech library is accessible to those who should have access. Alumni have specified access. We can see what is being used. We can see where clients are looking.

Responsibility	Activity	Outcomes
		<ul style="list-style-type: none">• New products.

We are different to the norm. **We are not a normal consultancy.** We challenge how things work. **We make things better.** We want to change how government buys and how it manages contracts. **We want the commercial sector to deliver better services to their customers.** We want them to have procurement and supply chain at the heart of their business – from its strategy down through its roots.

Come and help us in our cause.